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Aggressive selling starts early for this dealer

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in the I&T Manufacturers Edition

The human factor in equipment design

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February 7, 1981 • Vol. 96 • No. 4

Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

6: **More About Data Processing.** Help is available to dealers wanting to set up a data processing system through independent consultants, the NFPEDA and some manufacturers.

10: **This Dealer Starts Early.** Early-morning sales meetings are credited by dealer Art Helbling with helping to achieve a record sales volume at his Moscow, Idaho, dealership.

14: **The Smithfield Show.** High interest rates, reduced sales and large inventories resulted in a bad year for Britain's farm equipment industry...but, there were some new products shown with hopes for a better year in 1981.

30: **New Combines from Massey-Ferguson.** Three new combines are introduced that are claimed by the manufacturer to be up to 15 per cent larger in harvesting capacity than the models they succeed.

On the cover...Art Helbling, general manager of Helbling Bros., Inc., uses some innovative, and successful, sales management techniques at his family's Steiger and International Harvester dealership.

DEPARTMENTS

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what's ahead...

I&T SINCE 1886

February 7, 1981

RETAIL SALES OF FARM EQUIPMENT in the United States were down substantially in December, according to the flash report of the Farm & Industrial Equipment Institute, countering the strong, upbeat pace set in November. With tractor sales for the year off 14 per cent, many industry marketers were calling 1980 the worst year for the business in the post-World War II era. Monthly retail tractor sales declined steadily in the first six months (April was worst--off 47 per cent), then alternately rose and fell in the second half.

Unit Retail Sales

	December			January-December		
Equipment	1980	1979	Pct. Change	1980	1979	Pct. Change
Farm Wheel Tractors						
2-wheel drive						
40-100 hp	3,308	3,600	- 8.1	58,191	65,000	-10.5
Over 100 hp	2,724	4,408	-38.2	50,332	62,535	-19.5
Total 2-wh dr	6,032	8,008	-24.7	108,523	127,535	-14.9
4-wheel drive	906	999	- 9.3	10,886	11,455	- 5.0
Total	6,938	9,007	-23.0	119,409	138,990	-14.1
Combines (S-P)	1,687	1,932	-12.7	25,722	32,246	-20.2
Balers*	397	350	13.4	14,005	18,750	-25.3
Forage Harvesters**	336	425	-20.9	9,453	12,451	-24.1
Mower Conditioners	742	639	16.1	19,449	25,600	-24.0

*Bales under 200 lbs. **Shear-bar type.

BUT THE SAME INDUSTRY MARKETERS GENERALLY LIKE THE LOOKS OF 1981. According to the State-of-the-Industry forecast of the FIEI, unit retail sales this year are expected by consensus to rebound strongly in almost all field equipment product categories. Tractors--up 7.7 per cent; combines--up 14.7 per cent; big balers--up 15.5 per cent; conventional balers--up 5.3 per cent; manure spreaders--up 21.4 per cent. A detailed report of the industry outlook will appear in I&T February 21.

DEPT. OF AGRICULTURE 1982 BUDGET currently calls for an increase from 1981's $20.9 billion to $28.0 billion. Of that budget, only 21 per cent ($5.8 billion) is devoted to farm programs; $17.2 billion or 61 per cent goes to consumer food and nutrition assistance programs. The 1981 budget allows $3.1 billion (15 per cent) for farmer programs and $15.6 billion (75 per cent) for food programs.

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RETAIL SALES OF WHEEL TRACTORS*

(In Units)

	Total Wheel Tractors†				Cumulative for Jan.-Oct., 1979				Cumulative for Jan.-Oct., 1980			
	Oct., 1979		Oct., 1980		Farm Type				Farm Type			
	Farm	Non-Farm	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm
Alabama	298	66	180	33	2,440	38	2,478	573	1,947	60	2,007	346
Alaska	5	6	2	4	19	1	20	36	24	6	30	37
Arizona	125	86	179	51	596	99	695	601	737	81	818	418
Arkansas	554	85	372	75	3,341	241	3,582	628	2,702	302	3,004	466
California	644	458	653	311	4,066	328	4,394	3,349	3,783	333	4,116	2,381
Colorado	169	103	208	74	947	164	1,111	644	995	189	1,184	555
Connecticut	15	40	14	24	163	2	165	244	207	5	212	185
Delaware	29	2	15	3	203	19	222	47	128	9	137	35
Florida	318	181	276	112	1,995	79	2,074	1,537	2,204	95	2,299	1,025
Georgia	417	95	256	94	3,366	39	3,405	802	2,627	45	2,672	528
Hawaii	7	11	6	4	49	4	53	95	61	2	63	80
Idaho	202	21	231	13	941	158	1,099	185	1,007	169	1,176	126
Illinois	1,161	213	1,048	107	6,035	794	6,829	1,550	4,710	750	5,460	751
Indiana	694	95	503	54	3,749	465	4,214	820	2,759	419	3,178	416
Iowa	1,388	56	1,173	20	7,996	692	8,688	426	5,330	618	5,948	244
Kansas	570	50	545	28	3,751	570	4,321	356	3,119	634	3,753	290
Kentucky	489	103	378	62	4,027	98	4,125	752	3,377	65	3,442	446
Louisiana	374	94	319	59	2,250	165	2,415	787	2,318	223	2,541	545
Maine	38	18	21	12	209	2	211	128	221	3	224	83
Maryland	104	68	83	50	726	38	764	476	615	28	643	304
Massachusetts	13	47	18	32	126	.....	126	324	131	1	132	251
Michigan	405	254	401	83	2,555	243	2,798	1,356	2,140	261	2,401	709
Minnesota	945	87	895	51	5,435	868	6,303	678	3,851	625	4,476	335
Mississippi	381	46	326	47	3,024	141	3,165	551	2,786	221	3,007	355
Missouri	735	110	537	74	4,824	256	5,080	872	3,382	215	3,597	527
Montana	127	20	160	27	818	409	1,227	166	1,010	253	1,263	194
Nebraska	539	38	611	28	3,915	296	4,211	266	2,884	325	3,209	168
Nevada	15	42	13	12	115	9	124	200	103	11	114	111
New Hampshire	36	14	17	26	132	1	133	106	127	2	129	92
New Jersey	32	97	32	49	275	8	283	649	264	4	268	439
New Mexico	41	58	42	24	415	23	438	310	365	19	384	202
New York	402	147	294	99	2,388	110	2,498	1,044	2,180	94	2,274	795
North Carolina	538	81	508	66	3,600	68	3,668	833	3,016	49	3,065	562
North Dakota	381	39	391	16	2,201	1,028	3,229	224	1,454	691	2,145	127
Ohio	685	196	511	98	4,005	364	4,369	1,596	3,157	318	3,475	783
Oklahoma	418	98	317	79	3,105	418	3,523	689	2,346	327	2,673	554
Oregon	182	64	189	61	1,144	94	1,238	491	1,203	70	1,273	358
Pennsylvania	283	200	232	98	2,126	37	2,163	1,358	1,921	48	1,969	927
Rhode Island	•4	9	1	5	23	.....	23	40	15	.....	15	40
South Carolina	225	48	132	45	1,654	37	1,691	439	1,291	43	1,334	332
South Dakota	325	19	241	20	2,124	315	2,439	169	1,419	231	1,650	86
Tennessee	379	84	289	63	3,571	63	3,634	839	2,655	85	2,740	411
Texas	1,429	606	1,332	374	9,206	562	9,768	3,970	8,428	543	8,971	3,126
Utah	78	52	78	50	624	17	641	422	569	24	593	317
Vermont	70	8	51	7	360	8	368	68	310	3	313	42
Virginia	326	80	246	39	2,272	17	2,289	647	1,915	23	1,938	491
Washington	206	109	285	54	1,472	180	1,652	780	1,669	165	1,834	417
West Virginia	81	34	34	19	554	.....	554	243	409	.....	409	173
Wisconsin	697	94	642	60	5,108	229	5,337	675	4,131	217	4,348	432
Wyoming	50	30	62	22	381	37	418	225	324	39	363	143
U.S. Government	5	14	7	11	130	.....	130	534	220	.....	220	590
Miscellaneous‡	1	142	30	37	44	4	48	1,461	302	.....	302	496
TOTAL	**17,613**	**4,818**	**15,384**	**2,966**	**114,595**	**9,838**	**124,433**	**36,262**	**94,648**	**8,943**	**103,791**	**23,850**

Data released December 19, 1980, Farm & Industrial Equipment Institute.

*Figures do not include garden tractors, motor tillers or contractors off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland Satoh); Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; R. M. Wade (Satoh); Steiger; Versatile; and White.

†The monthly sales are those reported for that month only. The cumulative totals are subject to revisions reflecting updating in the basic sales data.

‡Sales reported as miscellaneous are retail sales that cannot be classified by state or as U.S. Government.

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

YODER & FREY, INC.
Archbold, Ohio
(January 12, 1981)

ALLIS-CHALMERS TRACTORS
7000 diesel, 1978 (Good) 8100*
5040 diesel, 1977 (Good) 4000
200, 1973 (Good) 8600*
XT190 diesel, 1968 (Fair) 2975
XT190 diesel, 1967 (Fair) 5450*
180 diesel, 1968 (Fair) 5300*
180, 1967 (Fair) 3400*
D19, 1963 (Good) 2350
D15, 1965 (Fair) 1400
WD45, 1956 (Fair) 935
WD45, 1956 (Fair) 925
WD45, 1954 (Rough) 850
WD, 1954 (Fair) 600

DAVID BROWN TRACTORS
4600, 1970 (Good) 1600*
1200, 1969 (Fair) 2800*
1200, 1960 (Fair) 2500
990, Idr., 1962 (Rough) 1250
880, 1960 (Fair) 1100
880, 1960 (Fair) 1050

CASE TRACTORS
1070 diesel, 1973 (Rough) 5200*
1030 diesel, 1967 (Good) 4500*
1030 diesel, 1963 (Fair) 3200*
830, 1963 (Good) 1400*
430, 1962 (Fair) 1375
400 diesel, 1954 (Fair) 700
400, Idr., 1955 (Rough) 610

JOHN DEERE TRACTORS
8630 diesel, 1975 (Good) 31,250
5020 diesel, 1969 (Fair) 6250
5020 diesel, 1968 (Good) 7800*
4630 diesel, 1978 (Excellent) 17,600*
4630 diesel, 1978 (Excellent) 15,500*
4630 diesel, duals, (Good) 15,200
4430 diesel, 1975 (Good) 12,500*
4320 diesel, 1971 (Good) 9750*
4320 diesel, 1971 (Good) 9700*
4230 diesel, 1975 (Fair) 11,500
4020 diesel, 1969 (Good) 8900*
4020 diesel, 1968 (Excellent) 7600
4020 diesel, 1968 (Good) 7050
4020, 1967 (Good) 4300*
4020 diesel, 1965 (Good) 6175
4020 diesel, 1965 (Fair) 5700
4020 diesel, 1964 (Good) 6750
4020 diesel, 1964 (Good) 6550
4020 diesel, 1964 (Good) 6150*
4020 diesel, 1964 (Fair) 5150*
3020 diesel, 1967 (Fair) 4400*
3020, 1967 (Good) 3700
3020 diesel, 1966 (Good) 5500*
3010 diesel, 1962 (Rough) 3700*
3010, 1961 (Fair) 3400
3010, 1961 (Rough) 2900*
2010, 1963 (Good) 2300
1020, 1967 (Fair) 2800*
1010, Idr., 1962 (Fair) 3000*
820 diesel, 1956 (Fair) 2400
730 diesel, 1960 (Fair) 2350*
720, 1956 (Good) 1975
620, 1954 (Fair) 1150*
420, Idr., 1956 (Fair) 850
70, 1954 (Fair) 800*
70, 1954 (Rough) 675*
70 diesel, 1953 (Fair) 985
60, 1953 (Fair) 675
50, 1954 (Rough) 560

DEUTZ TRACTOR
90-06, 1972 (Fair) 4600*

FERGUSON TRACTORS
35, Idr., 1958 (Good) 1625
TO20, 1946 (Good) 1325

FORD TRACTORS
9600 diesel, 1974 (Rough) 6400
8000 diesel, duals, 1970 (Fair) 7000
6000, 1959 (Fair) 1800*
5000, duals, 1970 (Good) 4500
4000, 1971 (Rough) 2050*
4000 diesel, 1970 (Fair) 3200*
4000, 1970 (Rough) 2100*
3600 diesel, (New) 9200*
3600 diesel, (New) 9000*
3000 diesel, Idr., 1971 (Good) 3550
3000, 1970 (Fair) 3175
3000, 1969 (Fair) 2100
901, (Fair) 900
860, Idr., 1958 (Good) 2650*
541, 1958 (Rough) 1100*
Jub., 1953 (Rough) 1450
8N, 1952 (Good) 1475
8N, 1952 (Fair) 1175
8N, 1952 (Fair) 1100*
8N, 1950 (Fair) 1110*
8N, 1950 (Fair) 1000
8N, 1950 (Fair) 900*
8N, 1950 (Rough) 825
8N, 1950 (Rough) 775
9N, Idr., 1945 (Good) 1500*
9N, 1945 (Fair) 975*
9N, 1945 (Rough) 620
9N, 1944 (Fair) 1050*
9N, 1943 (Rough) 725*

INTERNATIONAL HARVESTER TRACTORS
2424, Idr., 1972 (Fair) 3400*

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Galena, Kansas 66739

Circle (36) on Reply Card

1466 diesel, 1975
(Excellent) 13,500
1206 diesel, 1967 (Good) 6950*
1206 diesel, 1964 (Fair).....5700*
1086 diesel, 1978 (Good).....16,000*
1066 diesel, 1975
(Excellent) 12,800*
1066 diesel, 1975
(Excellent) 11,750
1066 diesel, 1972 (Fair).....9200*
1066 diesel, 1973 (Fair).....8300*
856 diesel, 1967 (Fair).....7300
856, duals, 1967 (Fair) 7150
826, duals, 1970 (Good) 7150
544, 1973 (Good) 3525
504, 1963 (Fair).....2200
400, 1956 (Fair).....1260
966 diesel, 1972 (Fair).....7875
806, 1965 (Good) 5500
806 diesel, 1964 (Good) 5850
806 diesel, 1964 (Good) 5700
806 diesel, 1964 (Good) 5175*
806, 1964 (Rough) 2150
806 diesel, 1963 (Fair).....4900*
300, 1956 (Fair).....1000*
300, 1966 (Fair).....875*
240, 1960 (Fair).....840
Sup. M, 1952 (Good).....1175
Sup. M, 1952 (Good).....1150
M, 1951 (Good).....950
M, 1951 (Good).....825
M, 1951 (Fair).....785
M, 1951 (Fair).....775
M, 1950 (Fair).....710
H, Idr., 1950 (Good) 885
H, 1950 (Fair) 800
Sup. C, 1952 (Fair) 575*
C, 1950 (Fair) 580
BN, 1949 (Fair).....550

MASSEY-FERGUSON TRACTORS

2675 diesel, 1978
(Excellent) 16,000*

1800 diesel, 1974 (Fair).....8600*
1135 diesel, 1969 (Fair).....9800
1130 diesel, 1969 (Fair).....6500
230, (New).....6400*
180 diesel, 1970 (Good) 3700
180, 1970 (Fair).....3700*
180, duals, 1970 (Fair) 3200
165, Idr., bld., 1969 (Good) 4675
165 diesel, 1968 (Fair).....3625
165 diesel, 1966 (Good) 3625
165 diesel, 1966 (Rough) 2625
135, 1974 (Rough) 7100*
Sup. 90, 1962 (Rough) 1870
65, 1958 (Fair).....2200*
65, 1958 (Rough) 1500*
35 diesel, 1958 (Fair).....1850*
30, 1970 (Rough) 3100*
30, 1970 (Fair).....2450

OLIVER TRACTORS

1850 diesel, 1966 (Good) 4100*
1800 diesel, 1963 (Fair).....3000
1800, 1963 (Good) 2900*
1800, Idr., 1962 (Fair) 2700*
1800, 1961 (Good) 2750*
1800, 1961 (Fair).....2300*
1750, 1972 (Fair).....3250*
1650 diesel, 1966 (Fair).....3750*
1650, 1966 (Fair).....3600*
1600 diesel, 1962 (Good) 2950
1600, 1961 (Fair).....2300
1600, 1962 (Good) 2000*
880, 1961 (Fair).....1150*
770, 1960 (Fair).....1000*
Sup. 88, 1957 (Rough) 650*
77, 1957 (Good) 650
55, 1954 (Fair).....1075*

WHITE TRACTORS

4-180 diesel, 1976 (Fair) 15,500
4-150 diesel, 1977 (Good) 16,000*

NOTES

Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.

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New PTO Safety

Belt-Driven Centrifugals

ACE PUMPS

Circle (24) on Reply Card

RETAIL SALES OF SELECTED FARM EQUIPMENT— Jan.-Oct., 1979 and 1980 (1)

(In Units)

	Combines Self-Propelled		Corn Heads		Hay Balers (2)		Windrowers Self-Propelled — Fewer Units		Windrowers Self-Propelled — Total Heads		Grinder-Mixers		Shear-Bar Forage Harvesters (3)	
	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980	1979	1980
Alabama	439	206	99	57	244	135	1	2	1	1	196	108	54	30
Alaska	3	5	.....	.....	6	17	.....	3	.....	4	.....	1	.....	.....
Arizona	30	52	5	5	41	43	57	60	64	72	4	7	15	11
Arkansas	1,006	585	11	5	414	173	2	.....	1	.....	52	64	22	11
California	226	259	58	52	233	160	275	262	302	289	13	5	69	62
Colorado	290	313	139	139	495	407	278	207	285	222	61	57	178	81
Connecticut	2	.....	1	.....	65	53	.....	.....	.....	.....	2	1	64	34
Delaware	53	35	34	38	18	11	.....	1	.....	1	10	6	13	10
Florida	130	63	69	45	102	64	2	.....	2	.....	59	39	23	22
Georgia	672	293	478	275	232	168	1	1	1	1	468	225	126	89
Hawaii	.....	.....	.....	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	2
Idaho	354	388	10	14	485	582	348	379	361	387	35	51	67	63
Illinois	3,031	2,315	3,110	2,414	389	317	15	22	15	22	597	421	328	229
Indiana	1,720	1,219	1,766	1,342	409	302	12	8	12	8	537	316	224	162
Iowa	3,097	2,508	3,554	2,668	451	306	259	124	255	130	1,829	1,049	866	507
Kansas	1,661	1,583	364	301	491	287	394	257	406	268	306	200	326	225
Kentucky	517	283	365	240	447	275	3	3	4	3	287	258	208	160
Louisiana	615	395	1	3	154	60	.....	.....	.....	.....	13	17	19	18
Maine	2	7	.....	.....	86	67	3	2	3	2	1	1	59	39
Maryland	139	112	147	136	131	107	8	11	7	12	46	31	103	70
Massachusetts	.....	.....	.....	.....	56	47	1	6	.....	6	1	3	30	33
Michigan	499	422	448	387	468	382	79	61	83	62	238	205	449	349
Minnesota	1,784	1,353	1,592	1,169	941	688	743	609	766	627	839	489	1,092	765
Mississippi	816	442	8	6	199	75	.....	1	.....	1	59	38	72	59
Missouri	1,475	848	821	448	665	398	82	81	84	88	581	428	197	171
Montana	369	374	5	4	396	364	487	401	525	446	67	58	46	32
Nebraska	1,609	1,331	1,507	1,260	251	197	499	271	505	285	558	419	452	321
Nevada	3	3	.....	.....	54	38	74	54	78	58	1	2	6	7
New Hampshire	.....	.....	.....	.....	57	57	1	.....	1	.....	2	.....	34	28
New Jersey	41	24	13	14	62	37	.....	.....	.....	.....	11	7	22	15
New Mexico	29	36	12	14	166	124	95	60	94	63	18	11	11	6
New York	136	142	162	175	786	730	72	65	72	66	115	103	917	721
North Carolina	581	319	478	333	305	272	3	2	3	2	230	144	122	76
North Dakota	1,264	888	58	52	91	49	897	543	965	587	167	121	137	134
Ohio	1,418	958	1,276	886	685	498	14	8	14	8	476	326	316	230
Oklahoma	553	499	11	21	890	375	163	96	168	103	159	106	56	32
Oregon	203	216	6	8	317	395	244	241	250	263	30	23	72	42
Pennsylvania	238	151	232	231	932	700	67	49	88	51	298	249	666	466
Rhode Island	.....	.....	.....	.....	6	7	.....	7	.....	6	1	.....	1	1
South Carolina	329	158	176	116	100	68	.....	.....	.....	.....	113	58	35	34
South Dakota	636	433	441	237	177	92	763	497	825	542	383	267	442	358
Tennessee	615	281	193	137	593	374	.....	1	.....	1	241	165	204	127
Texas	919	894	265	287	1,395	648	112	83	123	88	220	208	82	76
Utah	40	37	8	7	317	321	146	124	148	134	69	29	94	93
Vermont	.....	1	.....	1	128	107	1	4	1	4	2	.....	166	142
Virginia	214	98	189	106	466	382	7	7	7	7	141	84	223	162
Washington	365	407	66	30	340	429	207	178	219	180	19	17	90	129
West Virginia	3	4	4	5	259	152	.....	1	.....	1	31	22	49	24
Wisconsin	469	538	526	622	1,933	1,399	385	368	389	374	565	466	2,140	1,708
Wyoming	47	46	13	6	203	184	190	185	200	201	22	18	45	35
U.S. Government	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous(4)	.....	.....	.....	6	.....	.....	.....	.....	.....	.....	6	.....	.....	.....
TOTAL	28,647	21,554	18,721	14,301	18,133	13,083	7,010	5,348	7,327	5,676	10,138	6,925	11,032	8,201

Data released December 19, 1980, Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.
(2) For making bales of under 200 lbs.
(3) Pull-type, mounted, self-propelled.
(4) Sales reported as miscellaneous are retail sales that cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Mower Conditioners All Types 1979	Mower Conditioners All Types 1980	Manure Spreaders Conveyor-Type 1979	Manure Spreaders Conveyor-Type 1980	
231	130	16	17	Alabama
1	5	1	1	Alaska
6	9	8	6	Arizona
585	344	108	78	Arkansas
47	40	73	48	California
164	152	65	55	Colorado
89	89	71	58	Connecticut
17	16	66	50	Delaware
108	70	28	23	Florida
265	211	46	43	Georgia
1	.....	2	1	Hawaii
117	157	109	98	Idaho
746	569	855	491	Illinois
685	472	650	417	Indiana
1,441	1,005	2,179	1,115	Iowa
976	567	238	176	Kansas
1,177	761	289	226	Kentucky
121	44	24	25	Louisiana
119	111	111	95	Maine
169	106	210	187	Maryland
80	48	64	66	Massachusetts
749	631	712	611	Michigan
1,428	982	1,710	1,180	Minnesota
188	98	31	18	Mississippi
1,715	1,103	411	277	Missouri
121	144	47	44	Montana
597	434	502	303	Nebraska
12	8	5	5	Nevada
68	68	48	48	New Hampshire
74	54	54	41	New Jersey
33	18	6	9	New Mexico
1,223	1,082	1,344	1,142	New York
362	245	149	126	North Carolina
168	126	103	92	North Dakota
1,072	734	923	687	Ohio
934	576	30	47	Oklahoma
184	266	108	96	Oregon
1,182	867	1,214	1,007	Pennsylvania
6	4	1	.....	Rhode Island
132	73	29	26	South Carolina
145	79	333	184	South Dakota
915	535	167	145	Tennessee
1,494	1,020	142	126	Texas
178	177	89	94	Utah
246	233	246	193	Vermont
726	632	224	202	Virginia
153	246	130	111	Washington
235	160	84	51	West Virginia
3,054	2,334	2,585	1,796	Wisconsin
65	50	46	36	Wyoming
.....	.....	.....	.....	U.S. Government
.....	.....	1	2	Miscellaneous
24,584	17,885	16,687	11,975	TOTAL

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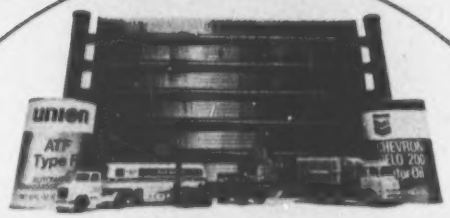

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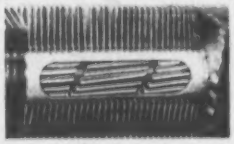

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